



Fiscal Year 2021



Report to the General Assembly
July 1, 2020 – December 31, 2020



The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (see: **Missouri Works Summary**).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, DED is required to report on the following each quarter to the General Assembly:

1. *A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);*
2. *A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);*
3. *A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);*
4. *Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized and Missouri Works Report for Legislators Total Closed**); and*
5. *The Department’s response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).*

Missouri Works Summary 7/01/2020 – 12/31/2020

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits).	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out of state.
Deal Closing Fund	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
Retention Works- Auto Manufacturing (Discretionary)	N/A	\$500,000,000 within 3 years of NOI approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
Qualified Military Projects	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires a Memorandum of Understanding between the Industrial Development Authority and the US Department of Defense.

Missouri Works Report for Legislators *Total Authorized From 7/01/2020 – 12/31/2020*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
Missouri Works - Mega 120 Works									
CASEY'S MARKETING COMPANY	Approved	Statutory		\$936,254.00	\$1,077,195.00	125	\$40,000,000.00		
CERNER CORPORATION	Approved	Statutory		\$41,871,634.00		1233	\$423,701,863.00		
CERNER CORPORATION	Approved	Discretionary		\$7,640,809.00		175	\$423,701,863.00	1.4	\$19,638,092.00
NOBLE PEOPLE LLC	Approved	Statutory		\$3,943,383.00	\$5,833,600.00	450	\$8,000,000.00		
Total Mega 120 Works				\$54,392,080.00	\$6,910,795.00	1,983	\$895,403,726.00	Avg: 1.40	\$19,638,092.00
Missouri Works - Mega 140 Works									
IBM CORPORATION (INTERNATIONAL BUSINESS MACHINES CORPORATION)	Approved	Statutory		\$8,002,784.00	\$7,688,949.00	406			
WADDELL & REED FINANCIAL, INC	Approved	Statutory		\$40,078,755.00	\$30,411,517.00	1039	\$89,881,250.00		
Total Mega 140 Works				\$48,081,539.00	\$38,100,466.00	1445	\$89,881,250.00		
Missouri Works - Statewide Works									
ACCENTURE FEDERAL SERVICES LLC	Approved	Statutory			\$3,103,026.00	200	\$9,950,004.00		
ANDERS, MINKLER, HUBER & HELM, LLP	Approved	Statutory			\$282,880.00	15			
AUTOMOTIVE INNOVATIONS INC	Approved	Statutory			\$952,459.00	106	\$494,050.00		
BASTIAN SOLUTIONS (ROBOTICS) (MATERIAL HANDLING)	Approved	Statutory			\$891,464.00	93	\$3,250,000.00		
BIMBO BAKERIES USA	Approved	Statutory			\$217,507.00	45	\$2,200,000.00		
BUCS LLC DBA BUCSANALYTICS	Approved	Statutory			\$600,614.00	57	\$2,750,000.00		
CATALENT CTS (KANSAS CITY), LLC	Approved	Statutory			\$1,529,835.00	200	\$85,644,000.00		
CBIZ OPERATIONS, INC	Approved	Statutory			\$658,115.00	45	\$515,000.00		
COSMOS CORPORATION	Approved	Statutory			\$286,939.00	20	\$500,000.00		
DEALERCUE AUTOMOTIVE CORP	Approved	Statutory			\$342,905.00	37	\$475,100.00		
DIGICAN PRINTING LLC	Approved	Statutory			\$244,989.00	25	\$8,650,176.00		
FAVORITE FISHING USA, LLC	Approved	Statutory			\$175,863.00	45	\$21,000,000.00		
FFE TRANSPORTATION SERVICES INC.	Approved	Discretionary		\$120,218.00	\$316,413.00	59	\$5,900,000.00	4.26	\$82,404,000.00
FS SWANSEA MO LLC DBA FREIGHT SOLUTIONS	Approved	Statutory			\$686,532.00				
HUGHESLEAHYKARLOVIC, LLC DBA HLK	Approved	Statutory			\$1,456,299.00	57	\$9,950,004.00		
ICL SPECIALTY PRODUCTS, INC.	Approved	Statutory			\$299,791.00	30	\$17,623,000.00		
INNOVA SUPPLY, INC.	Approved	Statutory			\$321,165.00	110	\$1,200,000.00		

Missouri Works Report for Legislators *Total Authorized From 7/01/2020 – 12/31/2020*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
JOST CHEMICAL CO	Approved	Statutory			\$158,206.00	17	\$8,689,612.00		
O'FALLON CASTING, LLC	Approved	Statutory			\$167,145.00	15	\$0.00		
PATRIOT MACHINE, INC.	Approved	Statutory			\$1,138,535.00	147	\$29,000,000.00		
PLAYPOWER LT FARMINGTON, INC.	Approved	Discretionary		\$307,914.00	\$656,884.00	82	\$2,030,000.00	3.91	\$192,966,000.00
REFUGE AND RESTORATION	Approved	Statutory			\$338,337.00	40	\$6,900,000.00		
REPURPOSED THERAPEUTICS INC. DBA DEFENDER PHARMACEUTICALS INC.	Approved	Statutory			\$154,788.00	10	\$0.00		
ROBERT E. MILLER INSURANCE AGENCY	Approved	Statutory			\$1,439,190.72	80	\$3,890,000.00		
SAFE PPE USA INC.	Approved	Statutory			\$801,261.00	125	\$7,525,000.00		
SDNG, LLC	Approved	Statutory			\$1,389,395.00	225	\$10,000,000.00		
SENTINEL EMERGENCY SOLUTIONS LLC	Approved	Statutory			\$165,807.00	17	\$5,500,000.00		
SIERRA BULLETS, LLC	Approved	Statutory			\$253,870.00	25	\$2,000,000.00		
SINZENARD INTERNATIONAL FOOD MANUFACTURERS LLC	Approved	Statutory			\$634,143.00	73	\$0.00		
SWIFTED PREPARED FOODS FKA PLUMROSE USA	Approved	Discretionary		\$1,009,730.00	\$1,292,454.00	190	\$68,600,000.00	2.15	\$987,254,000.00
THE DURHAM COMPANY	Approved	Statutory			\$227,440.00	72	\$12,500,000.00		
WEG TRANSFORMERS USA LLC	Approved	Statutory			\$422,657.00	64	\$16,500,000.00		
Total Statewide Works				\$1,437,862.00	\$21,606,908.72	2326	\$343,235,946.00	Avg: 3.44	\$1,262,624,000.00
Missouri Works - Zone Works									
AI BOTTLING, LLC	Approved	Statutory			\$71,481.00	19	\$2,050,000.00		
BELLEVILLE SHOE MANUFACTURING COMPANY	Approved	Statutory			\$772,774.00	158	\$2,720,000.00		
CHEWY, INC.	Approved	Statutory			\$3,909,547.00	800	\$143,200,000.00		
CRYOVAC, LLC FKA CRYOVAC, INC. (SEALED AIR)	Approved	Statutory			\$98,162.00	12	\$18,500,000.00		
ENVOY AIR, INC.	Approved	Statutory			\$78,132.00	10	\$1,350,000.00		
FAIR PLAY FINE MEATS, LLC	Approved	Statutory			\$23,573.00	4	\$275,000.00		
FEELZ GOOD GREEN PRODUCTS, LLC	Approved	Statutory			\$380,437.00	39	\$5,500,000.00		
GRAVES INVESTMENT COMPANY, INC.	Approved	Statutory			\$218,822.00	33	\$6,000,000.00		

Missouri Works Report for Legislators *Total Authorized From 7/01/2020 – 12/31/2020*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
HERTZOG PREMIUM BEEF	Approved	Statutory			\$32,726.00	7	\$245,000.00		
HIPPOS, LLC	Approved	Statutory			\$607,410.00	63	\$8,500,000.00		
JACOB RIEGER & COMPANY, LLC	Approved	Statutory			\$178,663.00	14	\$2,500,000.00		
KENCO LOGISTIC SERVICES LLC	Approved	Statutory			\$333,833.00	31	\$12,777,667.00		
LSC COMMUNICATIONS US, LLC	Approved	Statutory			\$38,592.00	25	\$1,999,000.00		
MIDWEST DISTILLERY COMPANY, LLC	Approved	Statutory			\$63,335.00	11	\$1,850,000.00		
MTC HOLSTERS, LLC	Approved	Statutory			\$56,416.00	10	\$600,000.00		
PATRIOT MEDICAL DEVICES, LLC	Approved	Statutory			\$165,942.00	22	\$800,000.00		
REFRESCO BEVERAGES US, INC.	Approved	Statutory			\$271,667.00	32	\$20,000,000.00		
Total Zone Works					\$7,301,512.00	1290	\$228,866,667.00		
Total Ending 07/01/2020 – 12/31/2020				\$103,911,481.00	\$73,919,681.72	7,044	\$1,557,387,589.00	Avg: 2.93	\$1,282,262,092.00

Missouri Works Report for Legislators *Total Closed from 7/01/2020 – 12/31/2020*

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized (Projected)	Total Benefits Issued (Actual)	New Jobs (Projected)	New Jobs (Actual)	Investment (Projected)	Investment (Actual)	Net General Revenue Benefit Ratio (Projected)	Value- Added/ Gross State Product in \$ (Projected)	Net General Revenue Benefit Ratio (Actual)	Value-Added Gross State Product in \$ (Actual)
Missouri Works - Retention Works														
POPULOUS HOLDINGS, INC.	Closed	Discretionary	180	180	\$3,083,128.00	\$3,083,128.00	0	0	\$7,000,000.00	\$200,394,990.00	1.24	\$977,000.00	4.62	\$258,852,000.00
Total Retention Works			180	180	\$3,083,128.00	\$3,083,128.00	0	0	\$7,000,000.00	\$200,394,990.00	Avg: 1.24	\$977,000.00	Avg: 4.62	\$258,852,000.00
Missouri Works - Rural Works														
HELLEBUSCH TOOL & DIE, INC.	Closed	Statutory			\$42,636.75	\$32,676.00	4	0	\$150,000.00	\$715,000.00				
Total Rural Works					\$42,636.75	\$32,676.00	4	0	\$150,000.00	\$715,000.00				
Missouri Works - Statewide Works														
NILES MEDIA GROUP, INC.	Closed	Statutory			\$75,600.00	\$96,012.00	10	7						
ROLL ON TRANSPORTATION INC.	Closed	Statutory			\$159,288.58	\$27,986.00	23	0						
Total Statewide Works					\$234,888.58	\$123,998.00	33	7						
Missouri Works - Zone Works														
LEGGETT & PLATT, INCORPORATED	Closed	Statutory			\$137,442.48	\$92,943.00	25	21	\$100,000.00	\$100,000.00				
SPOKE, LLC	Closed	Statutory			\$45,410.38	\$19,153.00	3	0	\$125,000.00	\$334,500.00				
TRABON PRINTING COMPANY, INC.	Closed	Statutory			\$175,404.63	\$55,489.00	23	10	\$8,361,436.00	\$850,720.00				
Total Zone Works					\$358,257.49	\$167,585.00	51	31	\$8,586,436.00	\$1,285,220.00				
Total Ending 7/01/2020 - 12/31/2020			180	180	\$3,718,910.82	\$3,407,387.00	88	38	\$15,736,436.00	\$202,395,210.00	Avg: 1.24	\$977,000.00	Avg: 4.62	\$258,852,000.00

Two companies were disapproved/denied from the MO Works Program.

Proposal Assignment Tracking

(7/01/2020 – 12/31/2020)

Project ID ¹	# of Business Days from PIR ² to RFP ³	# of Business Days from RFP to Proposal ⁴	# of Business Days from PIR to Response ⁵
QTR 1			
2007001	18	3	21
2007004	2	6	2
2007004	2	6	2
2007005	2	4	1
2007008	1	5	1
2007008	1	5	1
2007008	1	5	1
2008002	6	6	0
2008005	0	6	0
2008006	0	6	0
2008006	0	6	0
2008009	5	7	3
2008012	2	9	1
2008015	2	3	0
2008016	0	4	0
2008017	3	2	2
2008018	0	4	0
2008018	0	4	0
2009004	16	1	2
2009007	0	6	0
2009008	2	2	0
2009009	2	8	1
2009012	1	4	5
2009013	2	3	1
Average Response Time in Days			1.83
QTR 2			
2008019	1	4	5
2010002	2	1	0
2010003	4	4	0
2010005	2	6	1
2011001	1	7	0
2011003	4	3	7
2011004	4	3	7
2011005	7	8	0
2011006	3	6	9
2011009	2	6	1

Proposal Assignment Tracking

(7/01/2020 – 12/31/2020)

Project ID ¹	# of Business Days from PIR ² to RFP ³	# of Business Days from RFP to Proposal ⁴	# of Business Days from PIR to Response ⁵
2011011	7	3	10
2011012	6	9	0
2012001	3	4	7
2012002	2	3	1
2012004	3	2	2
Average Response Time in Days			3.33

1. Duplicate Project ID #'s indicate multiple requested proposals.
2. PIR = Date Completed Project Information Request is submitted to DED.
3. RFP = Date Request for Proposal is submitted to Finance.
4. Proposal = Date Proposal is completed and sent to Company
5. Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.